

Message Text

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PAGE 01 TOKYO 04747 110842Z

47

ACTION COME-00

INFO OCT-01 EA-06 ISO-00 DODE-00 EB-07 NSAE-00 TRSE-00

ERDA-05 CIAE-00 /019 W

----- 090384

R 110742Z APR 75

FM AMEMBASSY TOKYO

TO SECSTATE WASHDC 9338

LIMITED OFFICIAL USE TOKYO 4747

E.O. 11652: N/A

TAGS: ESTC, ETRD, JA

SUBJ: EXPORT LICENSING REQUESTS: NATIONAL SEMICONDUCTOR
CORP.

SUMMARY: NATIONAL SEMICONDUCTOR JAPAN BRANCH (NS JAPAN)
HAS ASKED EMBASSY ASSISTANCE IN EXPEDITING REMOVAL OF
BOTTLENECK TO RAPID EXPANSION OF ITS SUBSTANTIAL SALES
OF SEMICONDUCTORS IN JAPAN. END SUMMARY.

1. DON HARGRAVE, PRESIDENT OF NATIONAL SEMICONDUCTOR IN-
TERNATIONAL INC. JAPAN BRANCH, CALLED AT EMBASSY APRIL 9
TO SEEK ASSISTANCE IN EXPEDITING ISSUANCE OF LICENSES FOR
EXPORT OF NS SEMICONDUCTORS TO JAPAN. HE SAID NS, CURR-
ENTLY EXPORTING APPROX. \$10 MILLION ANNUALLY (LARGELY
INTEGRATED CIRCUITS) TO JAPAN, SEES OPPORTUNITY TO EX-
PAND THESE SALES BY \$4 OR \$5 MILLION ANNUALLY THROUGH
ITS NEW (ADDITIONAL) AGENT TAKACHIHO KOHEKI CO. LTD. (TK)
OF TOKYO (TK HAS JOINT VENTURE IN JAPAN WITH BURROUGHS
OF U.S.) HOWEVER, TK'S EFFORTS ARE CURRENTLY BEING STYM-
IED, HARGRAVE SAID, BY (A) REQUIREMENT THAT EXPORTS FROM
NATIONAL SEMICONDUCTOR IN CALIFORNIA TO TAKACHIKO KOHEKI
IN TOKYO BE LICENSED ON ORDER-BY-ORDER BASIS AND (B)
APPROX. 3 WEEK WAIT FOR GRANTING OF EACH SUCH LICENSE.

2. IN EFFORT TO OVERCOME THIS DIFFICULTY, HARGRAVE SAID,
NS SUBMITTED REQUEST FOR BLANKET SIX-MONTH LICENSE OF
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SHIPMENTS TO TK ON MARCH 25, 1975; REQUEST WAS RETURNED

BY COMMERCE FOR ADDITIONAL DATA AND RESUBMITTED APRIL 4, 1975 UNDER NSC REF. TKO-75-00505-U. HE SAID BOTH NS AND TK HAVE EXCELLENT RECORDS TRADING IN EXPORT-LICENSED GOODS AND URGED EXPEDITIOUS APPROVAL ABOVE APPLICATION. IN HIGHLY COMPETITIVE MARKET SITUATION, HE SAID, BOTH PRESENT AND FUTURE BUSINESS WILL BE LOST IF CUSTOMER-MANUFACTURERS CANNOT GET PARTS IN TIME TO MEET PRODUCTION SCHEDULES. HARGRAVE STATED THAT JAPAN'S CREDIT LAWS AND REGULATIONS MAKE IT A PRACTICAL NECESSITY FOR AGENT TK TO IMPORT ON OWN ACCOUNT RATHER THAN PURCHASING GOODS ALREADY IMPORTED BY NS JAPAN. CONSEQUENTLY, REALIZATION OF MAJOR EXPORT POTENTIAL HERE DEPENDS UPON EXPEDITIOUS AUTHORIZATION OF EXPORT SHIPMENTS BY NATIONAL SEMICONDUCTOR FOR ACCOUNT OF TAKACHIHO KOHEKI.

3. ACTION REQUESTED: EMBASSY REQUESTS INFORMATION SOON-EST ON WHICH TO BASE RESPONSE TO N.S. JAPAN.
SHOESMITH

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NNN

Message Attributes

Automatic Decaptioning: X
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Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: EXPORTS, SALES, LICENSES, SEMICONDUCTOR DEVICES
Control Number: n/a
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Draft Date: 11 APR 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: RowellE0
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
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Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Handling Restrictions: n/a
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ISecure: 1
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Review Comment: n/a
Review Content Flags:
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Review Exemptions: n/a
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Review Markings:

Margaret P. Grafeld
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05 JUL 2006

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Review Withdrawn Fields: n/a
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